



EXHIBIT B PRICING
CONTRACT NUMBER VA-150915-PPC
BETWEEN
VIRGINIA INFORMATION TECHNOLOGIES AGENCY
AND
PROJECT PERFORMANCE COMPANY, LLC

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-150915-PPC (“Contract”) between the Virginia Information Technologies Agency (“VITA” or “Commonwealth” or “State”) and Project Performance Company, LLC (“Supplier”).

In the event of any discrepancy between this Exhibit B and the Contract, the provisions of the Contract shall control.

- | |
|--|
| 1) PPC reserves the right to discount license package prices, labor rates, and/or hosting prices when responding to request for its services to an agency or other governmental organizational unit. |
| 2) Training (end-use) on a solution implemented using the VisionWaves product will be included in the pricing of the work as part of deployment costs. |
| 3) Initial installation and setup service are included in the purchase of the software. Ongoing support to maintain or modify the initial configuration will be priced separately. |
| 4) Training will be conducted at the client site. |

LABOR	Client Site Rates		Calendar Year 2015	Calendar Year 2016	Calendar Year 2017	Calendar Year 2018	Calendar Year 2019	Calendar Year 2020
Item #	Description	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
1	Account Manager - Client site	hr	\$185.12	\$200.89	\$206.91	\$213.12	\$219.51	\$226.10
2	Project Manager - Client site	hr	\$100.82	\$109.41	\$112.69	\$116.07	\$119.55	\$123.14
3	Master Solutions Architect - Client site	hr	\$326.00	\$338.83	\$348.99	\$359.46	\$370.25	\$381.36
4	Sr. Solution Architect - Client site	hr	\$250.77	\$260.64	\$268.46	\$276.51	\$284.81	\$293.35
5	Solution Architect - Client site	hr	\$229.87	\$238.92	\$246.09	\$253.47	\$261.07	\$268.90
6	Jr. Solutions Architect - Client site	hr	\$94.94	\$103.03	\$106.12	\$109.30	\$112.58	\$115.96
7	Sr. Requirement Analysts - Client site	hr	\$195.04	\$202.72	\$208.80	\$215.06	\$221.52	\$228.16
8	Requirements Analyst - Client site	hr	\$72.70	\$78.89	\$81.25	\$83.69	\$86.20	\$88.79
9	Jr. Requirements Analyst - Client site	hr	\$64.74	\$70.25	\$72.36	\$74.53	\$76.76	\$79.07
10	Sr. Engineer - Client site	hr	\$138.75	\$150.57	\$155.08	\$159.74	\$164.53	\$169.47
11	Engineer - Client site	hr	\$108.88	\$118.16	\$121.70	\$125.36	\$129.12	\$132.99
12	Jr. Engineer - Client site	hr	\$53.19	\$57.72	\$59.45	\$61.23	\$63.07	\$64.96
13	Sr. Tester - Client site	hr	\$99.78	\$108.28	\$111.53	\$114.88	\$118.33	\$121.88
14	Tester - Client site	hr	\$73.23	\$79.46	\$81.85	\$84.30	\$86.83	\$89.44
15	Jr. Tester - Client site	hr	\$42.78	\$46.42	\$47.82	\$49.25	\$50.73	\$52.25
16	Sr. Technical Consultants - Client site	hr	\$146.45	\$158.93	\$163.70	\$168.61	\$173.66	\$178.87
17	Jr. Technical Consultants - Client site	hr	\$81.19	\$88.10	\$90.74	\$93.47	\$96.27	\$99.16
18	Technical Consultants - Client site	hr	\$97.64	\$105.95	\$109.13	\$112.40	\$115.78	\$119.25
19	Installation Configuration Engineer - Client site	hr	\$229.87	\$238.92	\$246.09	\$253.47	\$261.07	\$268.90

LABOR	PPC Site Rates		Calendar Year 2015	Calendar Year 2016	Calendar Year 2017	Calendar Year 2018	Calendar Year 2019	Calendar Year 2020
Item #	Description	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
20	Account Manager - PPC site	hr	\$223.82	\$242.89	\$250.17	\$257.68	\$265.41	\$273.37
21	Project Manager - PPC site	hr	\$121.90	\$132.28	\$136.25	\$140.34	\$144.55	\$148.88
22	Master Solutions Architect - PPC site	hr	\$331.92	\$366.30	\$377.29	\$388.61	\$400.27	\$412.28
23	Sr. Solution Architect - PPC site	hr	\$255.33	\$281.77	\$290.22	\$298.93	\$307.90	\$317.14
24	Solution Architect - PPC site	hr	\$234.05	\$258.29	\$266.04	\$274.02	\$282.24	\$290.71
25	Jr. Solutions Architect - PPC site	hr	\$114.79	\$124.57	\$128.31	\$132.16	\$136.12	\$140.21
26	Sr. Requirement Analysts - PPC site	hr	\$198.59	\$219.16	\$225.73	\$232.50	\$239.48	\$246.66
27	Requirements Analyst - PPC site	hr	\$87.90	\$95.38	\$98.24	\$101.19	\$104.23	\$107.35
28	Jr. Requirements Analyst - PPC site	hr	\$78.27	\$84.94	\$87.49	\$90.11	\$92.81	\$95.60
29	Sr. Engineer - PPC site	hr	\$167.76	\$182.05	\$187.51	\$193.14	\$198.93	\$204.90
30	Engineer - PPC site	hr	\$131.65	\$142.86	\$147.15	\$151.57	\$156.11	\$160.80
31	Jr. Engineer - PPC site	hr	\$64.31	\$69.78	\$71.88	\$74.03	\$76.26	\$78.54
32	Sr. Tester - PPC site	hr	\$120.65	\$130.93	\$134.85	\$138.90	\$143.07	\$147.36
33	Tester - PPC site	hr	\$88.54	\$96.08	\$98.96	\$101.93	\$104.99	\$108.14
34	Jr. Tester - PPC site	hr	\$51.72	\$56.13	\$57.81	\$59.55	\$61.33	\$63.17
35	Sr. Technical Consultants - PPC site	hr	\$177.07	\$192.16	\$197.92	\$203.86	\$209.97	\$216.27
36	Technical Consultants - PPC site	hr	\$118.05	\$128.10	\$131.95	\$135.91	\$139.98	\$144.18
37	Jr. Technical Consultants - PPC site	hr	\$98.16	\$106.52	\$109.72	\$113.01	\$116.40	\$119.89
38	Installation Configuration Engineer - PPC site	hr	\$234.05	\$258.29	\$266.04	\$274.02	\$282.24	\$290.71

Materials			Calendar Year 2015	Calendar Year 2016	Calendar Year 2017	Calendar Year 2018	Calendar Year 2019	Calendar Year 2020
Item #	Description	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
39	Delta Software 100 Users - 1 Project Server License, 25 Full Users & 75 Light Users	pkg	\$232,059.76	\$239,021.55	\$246,192.19	\$253,577.96	\$261,185.30	\$269,020.86
40	Delta Software 100 Users - 1 Project Server License, 25 Full Users & 75 Light Users - Maintenance	pkg	\$39,450.16	\$40,633.66	\$41,852.67	\$43,108.25	\$44,401.50	\$45,733.55
41	Delta Software 200 Users - 1 Project Server License, 50 Full Users & 150 Light Users	pkg	\$241,640.33	\$248,889.54	\$256,356.23	\$264,046.91	\$271,968.32	\$280,127.37
42	Delta Software 200 Users - 1 Project Server License, 50 Full Users & 150 Light Users - Maintenance	pkg	\$41,078.86	\$42,311.22	\$43,580.56	\$44,887.98	\$46,234.61	\$47,621.65
43	Delta Software - 500 Users - 1 Project Server License, 125 Full Users & 375 Light Users	pkg	\$358,415.67	\$369,168.14	\$380,243.19	\$391,650.48	\$403,400.00	\$415,501.99
44	Delta Software - 500 Users - 1 Project Server License, 125 Full Users & 375 Light Users - Maintenance	pkg	\$60,930.66	\$62,758.58	\$64,641.34	\$66,580.58	\$68,578.00	\$70,635.34
45	Delta Software - 1000 Users - 1 Project Server License, 250 Full Users & 750 Light Users		\$560,284.19	\$577,092.72	\$594,405.50	\$612,237.66	\$630,604.79	\$649,522.94
46	Delta Software - 1000 Users - 1 Project Server License, 250 Full Users & 750 Light Users - Maintenance	pkg	\$95,248.31	\$98,105.76	\$101,048.93	\$104,080.40	\$107,202.81	\$110,418.90
47	Delta Software - 2000 Users - 1 Project Server License, 500 Full Users & 1500 Light Users	pkg	\$937,129.35	\$965,243.23	\$994,200.53	\$1,024,026.55	\$1,054,747.34	\$1,086,389.76
48	Delta Software - 2000 Users - 1 Project Server License, 500 Full Users & 1500 Light Users - Maintenance	pkg	\$159,311.99	\$164,091.35	\$169,014.09	\$174,084.51	\$179,307.05	\$184,686.26
49	Delta Software - Enterprise License and 3000 Full Users	pkg	\$1,619,951.03	\$1,668,549.56	\$1,718,606.05	\$1,770,164.23	\$1,823,269.16	\$1,877,967.23
50	Delta Software - Enterprise License and 3000 Full Users - Maintenance	pkg	\$275,391.68	\$283,653.43	\$292,163.03	\$300,927.92	\$309,955.76	\$319,254.43

AWS Hosting			Calendar Year 2015	Calendar Year 2016	Calendar Year 2017	Calendar Year 2018	Calendar Year 2019	Calendar Year 2020
Item #	Description	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
51	Under 100 Configuration - All in One	pkg	\$22,639.98	\$22,979.58	\$23,324.27	\$23,674.13	\$24,029.25	\$24,389.68
52	Over 100 Configuration - All in One	pkg	\$35,936.82	\$36,475.87	\$37,023.01	\$37,578.36	\$38,142.03	\$38,714.16
53	Under 100 Configuration - App/DB Separate	pkg	\$34,125.62	\$34,637.51	\$35,157.07	\$35,684.43	\$36,219.69	\$36,762.99
54	Over 100 Configuration - App/DB Separate	pkg	\$48,416.42	\$49,142.66	\$49,879.80	\$50,628.00	\$51,387.42	\$52,158.23
55	Under 100 Configuration - App/Service/DB Separate	pkg	\$44,175.56	\$44,838.20	\$45,510.77	\$46,193.43	\$46,886.33	\$47,589.63
56	Over 100 Configuration - App/Service/DB Separate	pkg	\$57,914.16	\$58,782.88	\$59,664.62	\$60,559.59	\$61,467.98	\$62,390.00
Training			Calendar Year 2015	Calendar Year 2016	Calendar Year 2017	Calendar Year 2018	Calendar Year 2019	Calendar Year 2020
Item #	Description	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
57	Basic Modeling Training	stdnt/class	\$11,949.29	\$12,128.53	\$12,310.45	\$12,495.11	\$12,682.54	\$12,872.78
58	Meta Training	stdnt/class	\$11,949.29	\$12,128.53	\$12,310.45	\$12,495.11	\$12,682.54	\$12,872.78
59	Execution Engine Training	stdnt/class	\$11,949.29	\$12,128.53	\$12,310.45	\$12,495.11	\$12,682.54	\$12,872.78
60	BI Training	stdnt/class	\$9,559.43	\$9,702.82	\$9,848.36	\$9,996.09	\$10,146.03	\$10,298.22
SAAS Software/Hosting			Calendar Year 2015	Calendar Year 2016	Calendar Year 2017	Calendar Year 2018	Calendar Year 2019	Calendar Year 2020
Item #	Description	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
57	Delta Software - SaaS- 0 - 100 Users	yr	\$375,492.29	\$386,094.42	\$397,004.68	\$408,232.16	\$419,786.22	\$431,676.52
58	Delta Software - SaaS 101 - 200 Users	yr	\$654,284.27	\$673,044.08	\$692,353.66	\$712,229.30	\$732,687.79	\$753,746.40
59	Delta Software - SaaS 201- 500 Users	yr	\$1,466,010.24	\$1,509,121.83	\$1,553,513.75	\$1,599,224.19	\$1,646,292.52	\$1,694,759.28
60	Delta Software - SaaS 501 - 1000 Users	yr	\$1,162,303.24	\$1,196,303.63	\$1,231,310.99	\$1,267,355.35	\$1,304,467.62	\$1,342,679.63